My name is Kai Fyrst, I'm a local builder and owner of First Finishers, LLC.

I have been in the building industry for the last 23 years and my company currently employs 45 people who are all a part of this community.

Our company builds mostly in Thurston and Pierce County, we build custom homes and develop properties for multi family projects.

I already see my employees and my neighbors being priced out of my community.

As a local builder with a focus on residential, I am passionate about my work.

I am passionate about providing housing options that are both high quality and affordable.

The proposed code changes this council is considering will not allow me to do that.

To compensate for the added cost to my business I will need to impose several changes as well.

## I will:

- Need to either sacrifice quality or price to build housing. I do not believe in sacrificing quality.
- Need to compete harder for the required materials to ensure I maintain the quality of our product.
- Run into frequent delays because of the many builders already competing for the same limited materials.

- Have to limit the choices my customers can make on materials and energy options in their build.
- Have to reevaluate my business model and how many people we employ due to workers leaving the area when they can't afford to live here.
- Have to be more selective about my customer base and cater to more exclusive clientele.

The bottom line is that my business will ultimately survive by making these choices, but I will also have to watch my neighbors be priced out of the community. In a state where we pride ourselves on inclusiveness and equity, I don't think that aligns with our overall goals.

We shouldn't be creating a more exclusive market in the middle of a housing crisis. We shouldn't be weighing the right of everyone to have a roof over their heads against our desire to be the first state in the country to go completely green.

I urge the council to reconsider the changes before them and take more seriously the most immediate crisis facing our state. And that is the housing crisis.

Sincerely,

Kai Fyrst

First Finishers, Owner